

Message Text

UNCLASSIFIED

PAGE 01 DHAHRA 00327 111013Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
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R 110901Z MAR 78
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TO USDOC WASHDC
INFO SECSTATE WASHDC 6083
AMEMBASSY ATHENS
AMEMBASSY JIDDA
USLO RIYADH

UNCLAS DHAHRAN 0327

ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BTIO, SA
SUBJECT: INVESTMENT OPPORTUNITY: JOINT VENTURE PROPOSAL FOR
MANUFACTURING PLASTIC DISPOSABLE SYRINGES

1. SAUDI ARABIAN SALES INTERNATIONAL HAS REQUESTED CONGEN TO ASCERTAIN U.S. INDUSTRY INTEREST IN JOINT VENTURE TO MANUFACTURE DISPOSABLE PLASTIC HYPODERMIC SYRINGES IN SAUDI ARABIA. SAUDI FIRM HAS MINIMUM OF TWENTY AND MAXIMUM FORTY PERCENT EQUITY PARTICIPATION. FOREIGN PARTNER ALSO REQUIRED TO PROVIDE COMPLETE TECHNOLOGICAL SUPPORT AND, IF NECESSARY, OPERATE UNDER LICENSING ARRANGEMENTS.

2. DISPOSABLE HYPODERMICS PROJECT WILL BE LOCATED IN DAMMAM INDUSTRIAL AREA. SAUDI FIRM HAS BEEN GRANTED EXCLUSIVE LICENSE BY SAUDI GOVERNMENT TO MANUFACTURE THIS PRODUCT IN SAUDI ARABIA. ANNUAL PRODUCTION CAPACITY PLANNED AT 30 (THIRTY) MILLION PIECES OF DISPOSABLE SYRINGES IN SIZE OF 1, 2 AND 5 CC. PLANT WOULD WORK ON TWO SHIFTS OF EIGHT HOURS EACH. STERILIZATION OF SYRINGES TO BE DONE THROUGH GAMMA-RAYS PROCESS. FIRM IS NEGOTIATING PURCHASE OF
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COMPLETE MACHINERY FROM A WEST GERMAN SOURCE WITH WHOM IT HAS LONG-ESTABLISHED TRADING RELATIONS. HOWEVER, SAUDI FIRM IS HIGHLY INTERESTED IN JOINT-VENTURE COLLABORATION WITH AMERICAN FIRMS WHO CAN PROVIDE MANUFACTURING TECHNOLOGY, POSSIBLY UNDER LICENSE. SAUDI FIRM WILL BE ABLE TO PROVIDE LOGISTICAL SUPPORT TO EQUITY PARTNER'S TECHNICAL STAFF IN SAUDI ARABIA.

3. INTERESTED U.S. FIRMS REQUESTED TO INTIMATE INTEREST BY
CABLE OR TELEX AND FOLLOW-UP WITH CORRESPONDENCE AT SAUDI FIRM'S
ADDRESS GIVEN BELOW:

SAUDI ARABIAN SALES INTERNATIONAL
P.O. BOX 102 DHAHRAN AIRPORT, SAUDI ARABIA
(ATTN: SALEEM A. REZA)
TELEX: 60064 SJ
CABLE: UNENCO, ALKHOBAR, SAUDI ARABIA
PHONE: 42558, ALKHOBAR.
BUSHNELL

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Draft Date: 11 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Approved on Date:
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